

## **SFR-Cegetel - Lori Gonnu, Director, International Division**

Lori Gonnu has been working in the Communications/Telecommunications industry for the past 13 years.

Currently, she is Director of the International Division with bottom-line responsibility for international business. In this capacity, Lori is in charge of the financial, commercial and marketing aspects of the business as well as the development of international products and services. An important aspect of her work has been, in close collaboration with the Directors of Strategy and Products and Services, the development of the use of multimedia and messaging in an international environment with particular attention to interoperability.

At the same time, Lori is a member of the Board of Directors of SFR. In this capacity, she contributes to the overall development of SFR, including its products and services strategy and portfolio.

Lori has had a broad range of responsibilities since within SFR since 1995. These have included being head of SFR's offer to the consumer market with line management of products and services. In addition, she was in charge of the commercial aspects of regulatory activities, including frequency negotiations and interconnection issues.

Lori has been an active member of the GSMA since 1996. In 1999, she was elected to the Executive Committee where she became head of the Strategy subcommittee. She participated fully in the creation of the new dynamics and structures of the Association and was elected to the new Executive Management Committee in January 2004

Prior to her full time arrival at SFR in 1995, Lori worked in a subsidiary, in charge of the economic, marketing and commercial aspects of an experimental DECT network. Her activities included working closely with manufacturers to specify the terminals.

Starting in 1990, Lori was Strategy and Marketing Director in cable television division of Vivendi (then called Général des Eaux).

Lori was educated in the United States, with a Bachelor of Arts from Wellesley College. She went on to get a Masters Degree in International Economics from the Fletcher School of Law and Diplomacy and a Doctoral " Diplôme " in Economics from the Institut de Hautes Etudes Internationales in Geneva. She completed her training in 1990 with an MBA from INSEAD.

Lori has both French and American nationalities. She is married, with three children.